

Message Text

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E.O. 11652: N/A

TAGS: BFOL, NZ

SUBJECT: JOINT VENTURE - MASON INDUSTRIES LTD. , AUCKLAND,
NEW ZEALAND

PASS DEPARTMENT OF COMMERCE

MR. JAMES J. DREWRY, DEVELOPMENT ENGINEER, MASON INDUSTRIES LTD., MAURICE RD., PENROSE, AUCKLAND. POSTAL ADDRESS: P.O. BOX 1633. TELEX NO: NZ2340. PHONE: 663-619, HAS ADVISED THE CONSULATE GENERAL THAT THE NEW ZEALAND SHIPPING CORP. WHICH IS THE NEW ZEALAND GOVERNMENT AND NATIONAL SHIPPING LINE WILL, IT IS EXPECTED, SHORTLY BE CALLING TENDERS FOR STANDARD ISO CONTAINERS (20' X 8' X 8') AT AN ESTIMATED VALUE OF AROUND NZ\$ 25 MILLION. THE NUMBERS BELIEVED INVOLVED ARE 2,650 INSULATED CONTAINERS AND 2,100 GENERAL PURPOSE CONTAINERS.

IT IS BELIEVED THAT THE NEW ZEALAND SHIPPING CORP. IS CONTACTING CONTAINER MANUFACTURERS AROUND THE WORLD TO OBTAIN THEIR INTEREST IN SUBMITTING THEIR NAMES FOR INCLUSION ON THE TENDERERS LIST. IT IS BELIEVED THAT TENDERS MAY BE CALLED IN JANUARY AND CLOSING ON MARCH 31, 1975. THE DELIVERY OF THE COMPLETED CONTAINERS WILL BE REQUIRED COMMENCING JANUARY 1977 WITH COMPLETION OF DELIVERY BY AUGUST 1978. THERE ARE ALSO STRONG INDICATIONS THAT TENDERS WILL RECEIVE MORE FAVORABLE CONSIDERATION WHERE THE MANUFACTURE OF THE CONTAINERS IS UNDERTAKEN IN NEW ZEALAND.

ON THE BASIS OF A JOINT VENTURE, MASON INDUSTRIES,
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WHICH IS A VERY SUBSTANTIAL ENGINEERING COMPANY WITH

A CURRENT SALES TURNOVER OF AROUND TWELVE AND A HALF MILLION DOLLARS N.Z. CURRENCY IS INTERESTED IN CONTACT WITH A UNITED STATES CONTAINER MANUFACTURER WHO WOULD BE PREPARED TO CONSIDER PARTICIPATION IN TENDERING FOR THESE CONTAINERS ON A JOINT VENTURE BASIS WITHIN NEW ZEALAND.

THIS IS AN EXTREMELY WORTHWHILE CONTACT FOR AN AMERICAN COMPANY AND IT IS VERY LIKELY THAT THE SUCCESSFUL TENDERER FOR THESE CONTAINERS WOULD BE WHERE A NEW ZEALAND COMPANY WAS INVOLVED.

THIS INTEREST OF MASON INDUSTRIES PROVIDES AN EXCELLENT OPPORTUNITY FOR THE ESTABLISHMENT OF A JOINT VENTURE COMPANY IN NEW ZEALAND IF A UNITED STATES CONTAINER MANUFACTURER IS SUFFICIENTLY INTERESTED.

IN ITS DISCRETION COMMERCE MAY WISH TO ALERT APPROPRIATE UNITED STATES COMPANIES.

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